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BULLET N SERVICE
OF THE

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

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MAR 31 1923

In correspondence please refer to

BULLETIN NO. 363 January 23,1923.

IMPORTATIONS OF CRUDE RUBBER INTO THE UNITED STATES BY MONTHS FOR YEAR ENDING DECEMBER 31,1922.

Compiled by The Rubber Association of America, Inc.

(Estimated net weight - long tons)

Month	Plantatinos	Paras	Africans	Centrals	Guayule	Manicoba and Matto Grosso
January	20,774	916	161	16	--	--
February	27,270	1,347	301	14	--	41
March	27,711	451	326	3	154	57
April	13,910	462	5	2	65	--
May	19,485	1,072	3	-	62	--
June	14,851	861	14	3	--	21
July	24,563	575	102	2	--	3
August	20,462	1,175	119	8	--	--
September	27,899	342	47	-	--	--
October	22,386	957	599	3	--	--
November	21,788	1,049	417	4	--	--
December	35,550	1,885	597	80	--	--
TOTALS	276,649	11,092	2,691	135	281	122

By Months
(all grades)

January	21,867
February	28,973
March	28,702
April	14,444
May	20,622
June	15,750
July	25,245
August	21,764
September	28,288
October	23,945
November	23,258
December	38,112
Total	290,970

Arrivals of Plantations
by ports for year 1922.

Baltimore	1,767
Boston	5,446
Los Angeles	3,474
New york	265,496
San Francisco	55
Seattle	367
Tacoma	16
Vancouver	28
Total -	276,649

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

BULLETIN SERVICE
OF THE

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

In correspondence please refer to

BULLETIN NO. 363 Chicago, Ill., March 24, 1921. Tuesday

IMPORTATIONS OF CRUDE RUBBER INTO THE UNITED STATES BY MONTHS
FROM BEGINNING JANUARY 31, 1920.

Compiled by The Tubber Association of America, Inc.

(Estimated net weight - long tons)

Month	Plantations	Para	Africans	Caucho	Guayule	Mexican and Native Gutta
January	20,774	876	121	16	--	--
February	21,270	1,847	501	14	--	27
March	27,711	623	358	3	124	27
April	18,310	628	6	2	65	--
May	14,466	1,072	3	-	1	29
June	27,321	942	15	3	--	21
July	24,083	876	105	2	--	3
August	20,422	1,174	112	8	--	--
September	27,870	843	42	-	--	--
October	22,321	927	807	7	--	--
November	21,785	1,040	417	4	--	--
December	22,150	1,888	387	80	--	--
TOTALS	276,649	11,055	2,871	135	191	124

By Months
(All grades)

January	21,527
February	23,[illegible]
March	28,702
April	18,414
May	20,[illegible]
June	29,[illegible]
July	25,540
August	21,[illegible]
September	28,[illegible]
October	23,[illegible]
November	23,[illegible]
December	26,112
Total	290,070

Arrivals of Plantations
by ports for year 1920.

Liverpool	[illegible]
London	[illegible]
Singapore	[illegible]
Sea ports	[illegible]
[illegible]	[illegible]
Vancouver	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
Total	270,[illegible]

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Dearborn Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

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MAR 31 1923

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers' Association

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MAR 31 1923

In correspondence please refer to

BULLETIN NO. 364 February 8, 1923

REPORT OF LUNCHEON AND FOURTH ANNUAL DINNER

The Fourth Annual Dinner of this Association was held on Tuesday January 30, at the Hotel Morrison, Chicago, where Seventy-five members and guests enjoyed an evening of entertainment composed of good music and many pretty girl entertainers.

The evening dinner was the winding up of meetings held during the day and the luncheon at 1:00 P. M. which was also well attended.

The meeting of the Board of Directors was called at 11:00 A. M. and presided over by the President W. W. Wuchter, at which many matters of importance were discussed, including the crude rubber restriction sisuation.

Following the luncheon at 3:00 P. M. the Officers and Directors for this year were elected.

It was predicted by some of those present at the luncheon that as a result of the advance in the price of raw material, that an increase of 12½ per cent in the price of tires would be realizied in the immediate future. The sentiment was that the small manufacturers is particularly effected by the raise in rubber and fabric because it necessities increased capital to carry on the same unit business. It was also stated that most of the smaller manufacturers are still pessimistic becaue of the advance prices, and others pointed out that the larger companies have stocked up the dealers to such an extent with tires based on 1922 costs, that it would be some months before the consummer feels the advance in materials.

One member who is an executive of a combined selling organization to sell tires for the smaller manufacturers, asserted that selling is the principal problem of the small tire firm, and that because of the low price at which their surplus must be sold, the selling cost for some manufacturers runs as high as 30 per cent. Their plan is to have one man offer the product of a number of manufacturers and thus reduce selling cost and selling price.

The next regular monthly meeting of this association will be held on the second Tuesday in March at Cleveland, Ohio., and a Committee was appointed to make the necessary arrangements.

(PLEASE NOTE BELOW THE CHANGE OF ADDRESS).

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers' Association

In correspondence please refer to

BULLETIN NO. 364 February 8, 1923

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Following the luncheon at 3:00 P. M. the officers and Directors for this year were elected.

It was predicted by some of those present at the luncheon that as a result of the advance in the price of raw material, that an increase of 15½ per cent in the price of tires would be realized in the immediate future. The sentiment was that the small manufacturers in particularly affected by the rates in rubber and fabric because it necessitates increased capital to carry on the same unit business. It was also stated that most of the smaller manufacturers are still speculating because of the advance prices, and others pointed out that the larger concerns have booked up the dealers to such an extent with tires based on 1922 costs, that it would be some months before the consumer feels the advance in materials.

One member who is an executive of a combined selling organization on small tires for the smaller manufacturers, asserted that selling is the principal problem of the small size firm, and that because of the low price at which their surplus must be sold, the selling cost for some manufacturers runs as high as 20 per cent. Their plan is to have one man offer the product of a number of manufacturers and thus reduce selling cost and selling price.

The next regular monthly meeting of this association will be held on the second Tuesday in March at Cleveland, Ohio., and a Committee was appointed to make the necessary arrangements.

(PLEASE NOTE BELOW THE CHANGE OF ADDRESS).

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
65 West Monroe Street, Chicago, Ill.
C. S. Sidenham, Secretary.

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

UNIVERSITY OF ILLINOIS LIBRARY
MAR 31 1923

In correspondence please refer to

BULLETIN NO. 365 February 19,1923.

REMOVAL NOTICE

To Members:

Please be advised that the Mid-West Rubber Manufacturers' Association office, is now located in room No. 1100 at 64 West Randolph Street, Chicago, Illinois.

WANTED

The Akron Gear & Engineering Company, Akron, Ohio wishes to purchase one 12 x 24" experimental rubber mill.

Please communicate with them direct.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 308 February 19,1923.

REMOVAL NOTICE

To Members:

Please be advised that the Mid-West Rubber Manufacturers' Association office, is now located in room No. 1100 at 64 West Randolph Street, Chicago, Illinois.

W A N T E D

The Akron Gear & Engineering Company, Akron, Ohio wishes to purchase one 12 x 24" experimental rubber mill.

Please communicate with them direct.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers' Association

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MAR 31 1923

In correspondence please refer to

BULLETIN NO. 3 66

February 17, 1923.

PRELIMINARY NOTICE OF MARCH

MEETING

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To Members:

The next regular monthly meeting

of the

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

will be held

in

CLEVELAND, OHIO

on

Tuesday March 13, 1923.

At the January meeting a Committee was appointed to make arrangements at Cleveland for this meeting, and full details of same will appear in our next notice to be sent out in the near future.

The Committee consists of the following members:

W. E. Wilson, Akron Rubber Mold & Machine Co., Akron, O. (Chairman).
Ralph E. Fuller, Harshaw Fuller & Goodwin Co., Cleveland, O.
F. A. Pope, Cleveland Mixer & Mfr. Co., Cleveland, O.
A. J. Pennington, National Standard Co., Cleveland, O.
E. W. Kath, Cleveland Rubber Corp. Cleveland, O.
H. B. Bixler, 415 Ohio Bldg., Akron, O.
H. A. McKusick, Phil. Rubber Works, Akron, O.

This Committee is endeavoring to make this meeting one of interest to all, and we ask that you co-operate with them, as you have with other committees in the past, to help make this affair a success.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers' Association

In correspondence please refer to

BULLETIN NO. 3 66 February 17, 1922.

PRELIMINARY NOTICE OF MEETING

M E E T I N G
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To Members:

The next regular monthly meeting

of the

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

will be held

in

CLEVELAND, OHIO

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Tuesday March 13, 1922.

At the January meeting a Committee was appointed to make arrangements at Cleveland for this meeting, and full details of same will appear in our next notice to be sent out in the near future.

The Committee consists of the following members:

W. M. Wilson, Akron Rubber Mold & Machine Co., Akron, O. (Chairman).
Ralph E. Bulger, Marshaw Bulger & Goodwin Co., Cleveland, O.
F. A. Pope, Cleveland Mixer & Mfg. Co., Cleveland, O.
A. J. Pennington, National Standard Co., Cleveland, O.
E. W. Kuth, Cleveland Rubber Corp. Cleveland, O.
H. F. Hinkle, 112 Ohio Bldg., Akron, O.
H. A. McKowalk, Full. Rubber Works, Akron, O.

This Committee is endeavoring to make this meeting one of interest to all, and we ask that you co-operate with them, as you have with other committees in the past, to help make this affair a success.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

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MAR 31 1923

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers' Association

In correspondence please refer to

BULLETIN NO. 367

February 27, 1923.

IMPORTANT NOTICE

To Members:

The next regular monthly meeting of the Mid-West Rubber Manufacturers' Association which is to be held in Cleveland, Ohio has for some unforeseen reason, been postponed from Tuesday, March 13th., until Tuesday, March 20th.

Please keep this date in mind as it is important that you attend this meeting, further information will appear in future bulletins.

A rumor is afloat that a 20 per cent increase in the price of tires will go into effect in the near future, but nothing definite is obtainable.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers' Association

In correspondence please refer to

BULLETIN NO. 867

February 27, 1923.

IMPORTANT NOTICE

To Members:

The next regular monthly meeting of the Mid-West Rubber Manufacturers' Association which is to be held in Cleveland, Ohio, on the 16th of March, has been postponed from Tuesday, March 13th., until Tuesday, March 20th.

Please keep this date in mind as it is important that you attend this meeting. Further information will appear in future bulletins.

A rumor is afloat that a 10 per cent increase in the price of tires will go into effect in the near future, but nothing definite is obtainable.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
54 Fine Building, Wacker, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers' Association

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MAR 31 1923

In correspondence please refer to

BULLETIN NO. 368 March 10, 1923.

WANTED

George W. Sherman, 964 Hazel Street, Akron, Ohio, wishes to purchase and offers for sale the following items:

24" and 30" Calanders.
60" Mill.
3 - Peerless Rubber Cutters.
Banner Tire Building Machine.
Electric Industrial Trucks.
Magnet Wire.

FOR SALE

1 - Scott Testing Machine.
24" Hand Presses.
24" Square Hydraulic Presses.
#000 Austin Trenching Machine.
66" Calender Complete with Gear & Motor.
#3 Royle Perfected Tubing Machine.

Please communicate with above party direct,

WANTED

The Consulting Co., Union Central Tower, Cincinnati, Ohio, wishes to purchase the following:

1 - 24 x 66", three roll, stock and friction calender of any standard make, complete with reduction and motor.

Reduction can be either by chain or Herringbone Gear, the latter preferred. Motor should not be less than 75 H. P. nor over 100 H. P.

Please communicate with this party direct.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

UNIVERSITY OF ILLINOIS
MAR 31 1923

In correspondence please refer to

BULLETIN NO. 348 September 29, 1922.

BALLOT

This ballot pertains to Referendum No. 39 of the Chamber ot Commerce of the United States, on the Subject of PAR REMITTANCE FOR CHECKS.

It is important that returns on this ballot should be made promptly, in order that this organization may cast its vote before the final date, namely, October 14, 1922.

If desired, a report of the Committee giving a detailed explanation of the question presented may be had upon application to the Chamber of Commerce of the United States, Mills Building, Washington, D. C.

To the Secretary,

Mid-West Rubber Manufacturers' Association
607 So. Wabash Ave.,
Chicago, Ill.

I desire to record my opinion, as follows:

Do you favor making PAR REMITTANCE in payment of Checks universal throughout the United States?

	in favor
	opposed

.....
(Name of Firm or Corporation)

By.....

.....
(Address)

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

In correspondence please refer to

BULLETIN NO. 347

UNIVERSITY OF ILLINOIS
MAR 31 1923

September 28, 1922.

NOTICE OF OCTOBER MEETING

To Members:

The regular monthly meeting and luncheon of the Mid-West Rubber Manufacturers' Association will be held on Tuesday October 10th., at the Hotel Morrison, Chicago.

Board of Directors and Executive meetings will be combined and called to order at 10:30 A. M. (standard time)

Luncheon at 1:00 P. M. (standard time)

Among the important matters to be brought up for discussion will be the holding of the November meeting in St. Louis. Those who attended the meeting held in St. Louis last year, nodoubt recalls the good time that was had, if you are in favor of holding meetings in other cities, we request that you make an effort to attend this meeting, so as to get your views on the matter.

We are enclosing herewith return post card which we trust you will sign and return to this office at the earliest possible date. Tickets for the luncheon will be the usual price $2.00, and can be obtained from the Secretary at the Hotel on that day.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE
MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

In correspondence please refer to

BULLETIN NO. 350

UNIVERSITY OF ILLINOIS LIBRARY
MAR 31 19

SPECIAL
REMINDER OF OCTOBER MEETING

October 5, 1922.

To Regular Members:

This is to call your attention

to the

REGULAR MONTHLY MEETING AND LUNCHEON

of the

Mid-West Rubber Manufacturers' Association

to be held

at the

Hotel Morrison
No. 79 West Madison St.,
Chicago, Ill.

on

Tuesday October 10th.

This meeting will be of special interest to regular members as the important matters that will be brought up for discussion will require your presence and attention. The President especially requests that you attend.

We are assured of the services of an interesting speaker for this meeting, and are endeavoring to conclude negotations for one who is fitted to talk on the present situation with reference to tire distribution.

Luncheon at 1:00 P. M. (Standard Time)

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE
MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

In correspondence please refer to

BULLETIN NO. 351 October 16, 1922.

UNIVERSITY OF
MAR 31

REPORT OF OCTOBER MEETNG

The regular monthly meeting of the Mid-West Rubber Manufacturers' Association was held at the Hotel Morrison on Tuesday October 10th. with a good attendance. W. W. Wuchter of Omaha, Neb. President of the Association presided.

Despite the flourishing situation of the automobile industry, the condition of small tire manufacturers in the middle west is deplorable as a result of keen competition and the price cutting war which has been in existance during the past year. This being the general senitment expressed by those present.

It was pointed to the number of small tire firms going out of business and others on the verge of bankruptcy as a result of price cutting which is manifest in the offering of one firm of 30 x 3½ inch cord tires at $5.50. It was however predicted that good times are ahead for the tire trade generaly and that the coming of Spring will see a much improved condition.

In commenting on some statements made that there is a years supply of tires in this country. It was cited the following August figures showed not more than 45 days supply of tires on hand. figures of 63 firms excluding one of the largest for August showed 4,629,000 tires in first hands. 2.905,000 tires produced, domestic consumption 3,029,000 and exported 85,264. The figures on tubes in August showed an inventory of 5,207,000, production of 3,808,000, domestic consumption 4,220,000 and export 90,000. About 11,000,000 lbs. of fabric was used during the month, of which 4,798,000 lbs was square woven and 6,200,000 lbs was cord.

It was voted in favor of holding the next regular monthly meeting in St. Louis, Mo. Mr .S. J. Roy, of Hannibal, Mo. urged the associate members to co-operate in making this meeting a success. He also stated in discussing general conditions that the cancellation of foreign debts would stablize conditions and enable American manufacturers to sell more tires and other articles abroad.

Dr. R. P. Shepherd of the Illinois Relations Committee, of the Chicago Association of Commerce, the principal speaker delivered a very impressive address urging the tire manufacturers to develop groop thinking and acting, and friendly relations among the people in their own communities, all of which make for greater manufacturing and distributing efficiency.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

BULLETIN No. 141 October 16, 1922.

The regular monthly meeting of the Mid-West Rubber Manufacturers' Association was held at the Hotel Morrison on Tuesday afternoon, with a good attendance. W. F. Wooster of Omaha, Neb. President of the Association presided.

Despite the flourishing condition of the automobile industry, the condition of small shoe manufacturers in the middle west is doubtless as a result of keen competition and the price cutting war which has been in evidence during the past year. This being the general sentiment expressed by those present.

It was pointed to the number of small shoe firms going out of business and others on the verge of bankruptcy as a result of price cutting which consist in the offering of one item of 30 x 3½ tires and tubes at $4.50. It was however predicted that good times are ahead for the tire trade, inasmuch as the coming of Spring will see a much improved condition.

In commenting on some statements made that there is a great supply of tires in this country. It was found the following August figures showed less than 45 days supply of tires on hand. Figures of 23 firms excluding one of the largest for August showed 6,[illegible]000 tires in their hands. 2,806,000 were produced, domestic consumption 3,[illegible],000 and exported 93,[illegible]. The [illegible] on tubes in factory showed an inventory of 1,[illegible],[illegible], production of [illegible],000, domestic consumption [illegible] and exports [illegible]. About 11,000,000 tubes, of tubes were during the month, of which 6,[illegible],000 tubes were [illegible] and 6,800,000 tubes were used.

It was voted in favor of holding the next regular monthly meeting in St. Louis, Mo. Mr. S. L. Coy, of Mansfield, O. upon the assurance received to co-operate in making this meeting a success. He also stated in discussing general conditions that the importation of foreign tires would eventually [illegible] and sound economic conditions would be well more times and cause tires abroad.

Mr. H. L. Sprague of the Sprague Rubber Company, of Cincinnati, President of the Association of Commerce, this morning spoke before the Rotary Club of Cincinnati, urging the [illegible] to develop foreign trade and assisting friendly relations among the people in trade and commerce, all of which is for greater manufacturing and distributing efficiency.

C. S. Sullivan,
Secretary.

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BULLETIN SERVICE
OF THE
MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

UNIV. OF ILL.
MAR 31 1923

In correspondence please refer to

BULLETIN NO. 350

REMINDER
OF
OCTOBER MEETING

October 5, 1922.

To Members:

This is to call your attention

to the

REGULAR MONTHLY MEETING AND LUNCHEON

of the

Mid-West Rubber Manufacturers' Association

to be held

at the

Hotel Morrison
No. 79 West Madison St.,
Chicago, Ill.

on

Tuesday October 10th.

This meeting will be of special interest to all members as the important matters that will be brought up for discussion will require your presence and attention. The President especially requests that you attend.

We are assured of the services of an interesting speaker for this meeting, and are endeavoring to conclude negotations for one who is fitted to talk on the present situation with reference to tire distribution.

Luncheon at 1:00 P. M. (Standard Time)

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE
MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

UNIVERSITY OF ILLINOIS
MAR 31 1923

In correspondence please refer to

BULLETIN NO.

October 23, 1922.

THE BIG MEETING OF THE YEAR

Time - November 14th., 1922.

To be held at St. Louis, Mo.

Arrangements are being made to take care of a large attendance. You know our St. Louis members are Boosters - Big and Generous.

This will be the Banner Meeting of the year.

We want every member represented at this meeting.

If you ever needed enthusiasm, you need it now - so come prepared to take an active part in all matters to be presented.

Do not fail. You will miss your opportunity if you are not there. Be on hand early.

Further information will be sent you regarding plans.

W. W. WUCHTER,

President.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

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MAR 31 1923

353

October 30, 1922.

NOTICE OF NOVEMBER MEETING

To Members:

The next regular monthly meeting and luncheon of the Mid-West Rubber Manufacturers' Association will be held on Tuesday November 14th., at the Missouri Athletic Club St. Louis, Mo.

The Committee appointed to arrange for this special meeting consists of the following members:

Mr. F. W. Knoke; Am. Zinc, Lead Smelting Co., Chairman.

Mr. Snead, Southern Acid & Sulphur Co.

Mr. Ed. Gereke, Gereke-Allen Carton Co.

Mr. Budd, Bibb Manufacturing. Co.

Mr. W. L. Burgees, Burkoe Tire & Rubber Co.

Mr. Horace Ramsay, Cupples Co.

The above committee is putting forth its best efforts to make this meeting an interesting and benifical success, and your co-operation as well as your presence is earnestly solicited, a good time in a "LIVE" city is assured as well as the commercial benifits to be derived by attendance. Timely subjects will be discussed and an interesting speaker will deliver the address.

The usual price of two dollars per plate will be charged at the luncheon, and present indications point to a record breaking attendance, therefore make your reservation at once if you have not already done so.

BRING ALONG A FRIEND

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BULLETIN SERVICE
OF THE
MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

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MAR 31 1923

In correspondence please refer to

BULLETIN NO. 352

October 16, 1922.

W A N T E D

The Akron Industrial Salvage Co., 964 Hazel St., Akron Ohio wishes to purchase the following:

1 - 350 H. P. New Water tube boiler.
1 - Mechanical Stoker new for above boiler.
5 - 36 sq. double deck hydraulic presses for 2000 lbs. pressure, with 14" rams.
6 - 30" sq double deck hydrulic presses 2000 lbs. presure, with large rams.
1 - 6' x 4' hydraulic press.
1 - Holmes Bros. Cutting Machine, used in connection with tubing machine.
2 - Electric Industrial lifting trucks.
50 - wooden or metal platforms to go with these trucks.
6 - 48" x 12' - 18" ram outside packed hydraulic tire vulcanizer.
3 - 60" Mill line with reduction gear.
4 - 84" Mills with reduction gear.
Ball molds, 2" dia. and larger.
Ball making machine.
Air Compressors.
1 - Ingersol Rand steam driven perferred, capacity about 275 cu ft. per minute delivery, at 200 to 250 lbs. pressure with receiving tank.
1 - Compressor with a capacity of 500 cu. ft. free air delivery from 80 to 100 lbs. pressure, motor driven.
1 - 8x8 or 9x9 compressor good for 80 lbs. pressure. belt or motor driven.

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FOR SALE

The Pharis Tire & Rubber Co., Newark, Ohio offers for sale approximately 2100 pounds of "States Brand" Antimony, will entertain a reasonable offer, subject to prior sale.

Please communicate with the above parties direct.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

678.05
MI

BULLETIN SERVICE
OF THE

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

UNIVERSITY OF ILLINOIS
MAR 31 1923

In correspondence please refer to
BULLETIN NO. 354

October 28, 1922.

F O R S A L E

The Dryden Rubber Co., 1014 So. Kildare Ave., Chicago, Ill. offers for sale the following:

	LARGE	MEDIUM	SMALL
Color	8-$\frac{3}{4}$ x 8-$\frac{3}{4}$ x 5$\frac{1}{4}$	7$\frac{3}{4}$ x 7$\frac{3}{4}$ x 4$\frac{1}{2}$	7$\frac{1}{8}$ x 7$\frac{1}{8}$ x 3$\frac{1}{2}$
Blue	3464	4592	14445
Brown	2210	9400	
Yellow	3723	4745	6258

OBLONG TUBE CARTONS

	LARGE	SMALL
Color	13-$\frac{3}{4}$ x 4-$\frac{3}{4}$ x 4	12-$\frac{1}{4}$ x 4-$\frac{1}{8}$ x 3
Yellow	26766	53317
Green	27332	42110
Brown	15648	43950
Red	29150	58993
Blue	27445	36726

	LARGE	SMALL
	13-$\frac{1}{2}$ x 5$\frac{5}{8}$ x 4-$\frac{1}{4}$	13-$\frac{1}{2}$ x 4$\frac{3}{4}$ x 4
Special Blue	1317	13950

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W. E. Byles, 100 William St., New York, N. Y. writes as follows:

Gentlemen:

If any of your members enquire for LIQUID RUBBER LATEX I shall be glad to have you refer them to me. My foreign representatives have a good stock for shipment during the balance of the year. They also have offers of supplies for monthly delivery in Singapore all through next year from good estates which can be relied on to pack with scrupulous care.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

UNIVERSITY OF ILL.
MAR 31 1923

In correspondence please refer to

BULLETIN NO. 355

November 8, 1922.

To Members:

Following is part of a letter received by the President, W. W. Wuchter, from one of our visitors at the October 10th., meeting.

> "I hope that you remember having met me at the luncheon Tuesday in Chicago. I wish to thank you at any rate very sincerely, for the cordial hospitality extended to me by the Association as represented by you. I had a very enjoyable time, and most certainly an instructive one. I am in sympathy with many difficulties which face you in the development of such a society - all such associations have these difficulties periodically, and it is my opinion that the only way is to go ahead steadily with your regular methods, such as a monthly meeting, etc., and it is not the method so much as it is the necessity of showing the various members that it is to their financial benefit in their business to co-operate in this way. Cant you show them in some way that it pays to get together, and that it is not for the purpose of having a jolly time only".

The above paragraph is an indication of the proper spirit of our membership, we are striving hard to make this Association a factor of prime importance, financialy as well as socialy. Our success can only be attained through co-operation and the value of this co-operation is today more in evidence than at any other time in the industries history.

Very truly yours,

C. S. Sutherland,

Secretary.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE
MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

UNIVERSITY OF ILLINOIS

MAR 31 1923

In correspondence please refer to

BULLETIN NO. 356

November 9, 1922.

F O R S A L E

The Coast Tire & Rubber Co., 50th. Ave., and E. 12th. St., Oakland, Calif. offers for sale the following:

10	2"	Pole	Diameter	Circular	Mandrels
3	2⅜"	Pole	Diameter	Circular	Mandrels
49	2¾"	"	"	"	"
15	3¼"	"	"	"	"
8	3½"	"	"	"	"
12	3⅞"	"	"	"	"

1 #380A Double Acting Deep Well Pump (New)

Please communicate with them direct.

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The Pharis Tire & Rubber Co., Newark, Ohio offers for sale 1 Wineman Single Cylinder Double Acting 12x8x12 Service Pump, Steam Intake 1¼", Exhaust 2", Suction 6", Discharge 5", gallons per stroke 2.16. This pump is in working order and was taken out on account of not being large enough and will sell reasonable.

Please communicate with them direct.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

678.05
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BULLETIN SERVICE
OF THE
MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

UNIVERSITY OF ILLINOIS
MAR 31 1923

In correspondence please refer to

BULLETIN NO. 357 ~~November 9, 1922.~~

IMPORTANT

REMINDER OF NOVFMBER MEETING

To Members:

This is to remind you

of the

REGULAR MONTHLY MEETING AND LUNCHEON

of the

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

to be held

at the

Missouri Athletic Club,
St. Louis, Missouri.

on

Tuesday November 14, 1922.

The program the Committee has arranged for this meeting deserves a good attendance, and we especially request that you be present. This meeting in all probability will be the last one held this year, as our Annual Banquet will be held on Tuesday January 30, 1923.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE
MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

UNIVERSITY OF ILLINOIS LIBRARY
MAR 31 1923

In correspondence please refer to

BULLETIN NO. 358 IMPORTANT November 22, 1922.

REPORT OF NOVEMBER MEETNG

The regular monthly meeting and luncheon of the Mid-West Rubber Manufacturers Association held at the Missouri Athletic Club, St. Louis Mo., on Tuesday, Nov. 14, brought together more than sixty members of the rubber trade. The Board of Directors and Executive meetings were combined and called to order at 11 A. M. Mr. W. W. Wucher, President of the Association presided.

The chief topic discussed at this meeting was that of a uniform system of cost accounting for the small tire manufacturing plants. A representative of a Cleveland manufacturer whom is an expert accountant explained various methods as did an expert representing a St. Louis tire firm, who delt at length with the methods used at their plant. In order to determine the most acurate and efficent method of figuring costs, a committee of three was appoined to investigate and gather information relative to the various systems at present used, and to report thereon at the next meeting of this Association.

At the discussion which followed the luncheon several of those present, in reviewing the tire situation, was in favor of forming a co-operative selling organization to market the product of the member tire manufacturers, as this plan would result in a great reduction in sales costs, and would eleminate the expensive branches and sales rooms now being maintained throughout the country by the manufacturers.

Those present representing fabric and crude rubber firms stated that the steady advance in the price of these two raw materials will be sufficient tc insure an increase in the price of tires in the near future.

The next meeting and annual banquet of the Association will be held on Tuesday January 30th. 1923 at the Hotel Morrison, Chicago, which date is during the week of the Chicago Automobile Show. A committee to arrange for the intertainment was appointed, consisting of the following members:

J. Matthias, Chairman.

C. C. Christie.	W. E. Wilson.
J. Tumpeer.	Chas. J.Venn.
A. C. Eide.	P. P. Parker.
M. W. Rozar.	C. A. Swinehart.

This Banquet is being looked forward to as being the largest and most successeful gathering in the history of this organization.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE
MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

UNIVERSITY OF ILLINOIS LIBRARY
MAR 31 192

In correspondence please refer to

BULLETIN NO. 359

December 2, 1922.

FOR SALE

Tire factory, practically new, specially built for 500 daily capacity, cord tire production, located within 200 miles of Chicago, all machinery and equipment the best and practically new will positively be sold at auction by receiver on December 21st., to the highest bidder. Will give full information and put you in touch with principals in Chicago. Write Mid-West Rubber Manufacturers Association.

WANTED

Mr. George W. Sherman, 964 Hazel St., Akron, Ohio wishes to purchase the following:

2 - #4 Royle Perfected Tubing Machines
3 - #3 Royle Perfected Tubing Machines
2 - #1 Royle Perfected Tubing Machines
1 - Large belt press 60" wide and about 15 or 20' long
1 - Sheridan Automatic Embossing Machine
2 - Scott Testing Machines
1 - 6" Adamson motor driven tubing machine

Please communicate with them direct.

ANNOUNCEMENT

The address of Hon. Charles M. Hay at the regular monthly meeting of this Association, held at the Missouri Athletic Club, St. Louis, Mo. on Tuesday November 14th., will be sent out to all members at an early date.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

MAR 31 19

In correspondence please refer to

BULLETIN NO. 360 December 22, 1922.

F O R S A L E

The Biggs Boiler Works Co., Corner Bank & Williams Sts., Akron, Ohio offers for sale the following:

2 - 60" x 6' Used Horizonal Vulcanizers with bolted doors. A-1 condition.

Write for price and specifications, to them direct.

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FOR SALE

The Pharis Tire & Rubber Co., Newark, Ohio, offers for sale the following:

1 - National Vacuum Steam Pump, Class B #23604, size 4½x5¼x10, in good shape, built by National Steam Pump Co., Upper Sandusky, Ohio.

This pump has been replaced by a larger one of the same make and will sell reasonable.

Please communicate with them direct.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

678.05
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BULLETIN SERVICE
OF THE
MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

UNIVERSITY OF ILLINOIS
MAR 31 1923

In correspondence please refer to

BULLETIN NO. 361 December 22, 1922.

PRELIMINARY NOTICE
OF THE
REGULAR MONTHLY MEETING
AND
FOURTH ANNUAL BANQUET

To Members:

The next regular monthly meeting and the

FOURTH ANNUAL BANQUET

of the

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

will be held

at the

Hotel Morrison
No. 79 West Madison Street
Chicago, Ill.

Tuesday January 30, 1923.

Those who attended the Annual Dinner last year will no doubt recall the success thereof, and this years committee is endeavoring to arrange an entertainment which will far exceed any previous Banquet given by this Association. A LIVELY TIME for all is assured as well as its interest from a business angle.

Luncheon will be served at 1:00 P. M. at the usual price $2.00. Banquet at 6:30 P. M. tickets $10.00 we request that you purchace tickets in advance, same being mailed you upon receipt of your check or order.

INFORMAL DRESS

Further information will be given in a latter bulletin.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
607 So. Wabash Avenue, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers' Association

UNIVERSITY OF ILLINOIS LIBRARY
JUN 27 1925

In correspondence please refer to

BULLETIN NO. 369

REPORT OF MARCH MEETING

The regular monthly meeting and luncheon of this Association held at Cleveland Hotel Cleveland, Ohio, on Tuesday March 20th. 1925 brought together many members of the Rubber Trade from all parts of the country, regardless of the unfavorable weather at that time, this meeting being one of the largest and most profitable ever held, and much credit is due the Cleveland Committee on arrangements for the large attendance.

Many manufacturers from the Akron district were present and took part in the discussion of the various subjects brought up. Mr. W. E. Wilson in his brief talk, stated that in his mind the Secretary's office should be located in Akron, whereby we could keep in direct touch with what was going on, and get the important changes in prices etc. at an earlier date than we otherwise do by our office being located in Chicago.

Mr. C. W. Seiber ling, of the Seiberling Rubber Co., Akron, Ohio cited the point that getting together and creating good fellowship and friendly co-operation was the road leading to success in the tire business.

In the absence of the President W. W. Wuchter, on account of illness in his family, Vice Pres. Thomas Fallen presided and called the meeting to order at 10:30 A. M. Among the current transactions were Uniform Cost Accounting Methods and their application and adaptability for small manufacturers, this subject was presented by Mr. E. W. Kath, representing the Cleveland Rubber Corp., in an interesting manner and resulted in considerable discussion by J. H. Deihl, Mason Tire & Rubber Co., S. J. Roy, Hannibal Rubber Co., and W. L. Burgess, Burkoe Tire & Rubber Co.

Due to an error in the election of officers and directors at the Annual Dinner in January the following changes were enacted: Thomas Fallen, Pres. Lion Tire & Rubber Co., La Fayette, Ind. was elected President of the Association to succeed Mr. W. W. Wuchter, Gen. Mgr., Nebraska Tire & Rubber Co., Omaha, Neb. who has rendered excellent service as President of our Association for the past nineteen months. Mr. Sidney J. Roy, Gen. Mgr. Hannibal Rubber Co., Hannibal, Mo. first Vice Pres. Mr. W. G. Brown, Repersenting the Spreckles Savage Tire Co., San Diego, Calif. second Vice Pres. and Mr. W. E. Wilson, Gen. Mgr. Akron Rubber Mold & Machine Co., Akron. O. Treasurer.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

On motion made by Mr. Fallen the meeting adjourned and luncheon was served at 1:00 P. M. Following the luncheon Mr. W. D. Hines, private secretary and personal representative of Mr. H. S. Firestone, was the first speaker interduced, he stated that he wished to explain Mr. Firestone's activity and stand upon the matter of the British Crude Rubber Restriction Situation, which he regards as one of themost serious problems that has confronted the Rubber Industry in years, and that aggressive action must be taken upon it immediately, he feels that not only the rubber manufacturers them selves should co-operate in the effort to have this restriction repealed but the automobile industry, the motor and accessory people and all others concerned with highway transportation, as well as the eleven or twelve million automobile owners of this country who ultimately got to pay the bill and who, by the best estimates available to date, will have to pay an additional $300,000 within the next year, if rubber is maintained at the present price.

He has proposed a plan whereby a representative of each of the industries mentioned, as well as the consuming public represented through automobile clubs of the United States, shall form a committee to frame a protest and present it to the British Government, either through our own Government or through the British Manufacturers, who have representatives in this country and who are especially anxious to co-opreate with, not only the Americans, but the French and Italian Manufacturers, to have this act repealed.

The facts and data and figures on this situation were placed before Congr ess and the Department of Commerce they became so much interested that they immediately asked for an appropriation of a half million dollars to investigate new sourcess of supply that would be under American control orprotection, the matter was passed in the closing days of Congress by both houses without a dissenting vote, this provided that the Department of Commerce and the Department of Agriculture could go into the suitation in any manner they saw fit and give a special reference to our own Phillipins Islands and South American countries.

At the conclusion of Mr. Hine's talk on motion by Mr. Roy a vote of thanks was extended to Mr. Hine's for his wonderful inspiring address. Mr. Roy also offered the following resolution:

"BE IT RESOLVED: That the Mid-West Rubber Manufacturers' Association hereby endores and pledge its cooperation to the efforts of Mr.

Firestone and others to bring about modification or complete elimination of the British restriction on rubber production".

"BE IT FURTHER RESOLVED, that the appropiation of the funds by Congr ess, to be used in investigating the feasibility of rubber production in American territory, be endorsed and commended".

Mr. Edw. S. Babcox, Editor of the India Rubber Review followed Mr. Hines with a brief address, stating that the chief problem today is not at all the producing of the tire, but sales was the big word in the success of the tire business especially with the small manufacturer. One company he said who issued an annual report showing that they did $3,000,000 worth of business and made $50.000 profit last year the firm he said, who does this amount of business and make $50.000 is not geting anywhere, and in his opinion that in having twelve or fifteen branches and shipping goods all over the country, that somebody up fr ont in that institution is all wrong, as they can sell $,000,000 worth of tires a lot nearer home than Dallas or San Francisco and make more money doing it.

For the small concern to survive and be successful five years from today, during this five years must overhaul its sales policy clear down to the ground. and find a way to sell tires a lot cheaper than the average manufacturer is to day selling them. The sales end of the small tire company is the end that needs the attention of the President, and General Manager in the next three or four yearsthan any other end.

There is a market in this country among the rubber manufacturers who is a real expert on selling tires at a profit. There is a market right now for a honest-to-God book on "How to sell tires at a profit" There are a lot of people who are interested in how to sell tires at a profit and most of all the manufacturers, and this I consider to be the problem; the solution of the problem lies with the individual manufacturer. let us not forget that business is a very simple thing -- the making and selling of goods at a profit constitutes business, when you have said that you have said it all.

It was voted, on motion of Mr. Sidney J. Roy, that a vote of thanks be extended to Mr. Babcox. MOTION APPROVED.

The meeting adjourned at four-forty o'clock.

The next meeting of this Association will be held on Tuesday May 15th., at Hannibal, Mo.

Mid-West Rubber Manufacturers' Association
64 WEST RANDOLPH STREET
CHICAGO
OFFICE OF THE GENERAL MANAGER

August 29, 1923.

To Members:

We are pleased to advise you that the returns on the questionaire sent out on June 30th., indicate that the members are in favor of maintaining the Mid-West Rubber Manufacturers' Association and building it up rather than affiliating with, or joining another organization. This matter has been definitely settled and will not be discussed further other than the passing of a resolution to this effect.

The next meeting of this Association will be held on Tuesday September 11th., at the La Salle Hotel, Chicago where many matters of great importance will be brought up for discussion together with the question of moving the office of the Association to Akron, and we request that all members make a special effort to be present.

The Board of Directors and executive meetings will be combined in one and called to order at 10:30 A. M.

Luncheon will be served at the usual hour 1:00 P. M.

You no doubt realize that it is almost impossible for us to come to any satisfactory decision on any matter unless the majority of the members are present, therefore, we ask that you keep this date open to attend this important meeting.

Thanking you in advance for your co-operation in making this a big success. we remain

Very truly yours,

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

C. S. Sutherland

CSS:

Secretary.

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

UNIVERSITY OF ILLINOIS LIBRARY
MAY 9 1923

In correspondence please refer to

BULLETIN NO.372

May 5, 1923

W A N T E D

The Great Western Tire & Rubber Co., Centerville, Iowa wishes to purchase the following:

1 - 8 inch cylinder diameter, Second handed machine in good condition prefered.

Please communicate with this qarty direct.

T I R E S W A N T E D

"Distributcr in Rocky Mountain territory is interested in handling a line of TIRES in that locality. This distributor is capable of a volume of not less than $250,000 a year and calls upon 200 dealers and jobbers".

For furthur information address Scott Kingwill, Western Representative of "TIRES", 1558 Republic Bldg., Chicago, Ill.

W A N T E D

Tire manufacturer with molds. Any tread design in which brand plates can be used on all small sizes for about 100 cheap cord tires per day. Will pay cash. Can do business quick and start taking production immediately.

If interested address:- MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street,
Chicago, Ill.

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers' Association

UNIVERSITY OF ILLINOIS LIBRARY
MAY 9 1923

In correspondence please refer to

BULLETIN NO. 373

May 5, 1923.

IMPOTANT NOTICE

Please be advised that the next monthly luncheon and meeting of this association which was to be held at Hannibal, Mo., on May 15th., has been postponed until June 12th., and will be held at the Hotel Morrison, Chicago, on that date.

Full details of same will appear in future bulletins.

++++++++++++++++++++++++++

FOR SALE

Full and complete equipment for a Tire Factory

3 - 48" Mill Lines complete with Motor.
3 - 60" Mill Lines.
2 - 66" Calenders and Motors.
1 - 16x36 Washer & Cracker Line with Motor.
1 - 12"x10 Hydraulic Accumulator.
1 - 42x42 Allen Bead Press.
1 - Westington 7 KW D.C. Generator Set.
1 - 200 KW Rotary Converor.
6 - Toledo Scales.
14 - Ingersol-Rand Motor Air Hoists.
2 - Otis Elevators.
8 - Standard Southwark Heaters and full Tagliabue. Automatic Equipment for heaters.
2 - 18x4½x20 Single Hydraulic Steam Pumps.
1 - 20x10x20 Single Hydraulic Steam Pumps.
2 - 12x9x12 Duplex Boiler Feed Pumps.
1 - 14x16x12 Worthington Duplex Pump.
3 - Class S-13 250 H.P. Sterling Boilers, including B & W Chain Grates and Diamond Soot Blowers.
1 - 70,000 gallon tank.
Full Bowser Equipment.

The above machinery is all new and has never been unpacked and ready for immediate delivery. Address "FACTORY" % Mid-West Rubber Manufacturers' Association 64 W. Randolph St., Chicago, Ill.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

May 5, 1923.

I M P O R T A N T N O T I C E

Please be advised that the next monthly luncheon and meeting of this association which was to be held at Hannibal, Mo., on May 15th., has been postponed until June 12th., and will be held at the Hotel Morrison, Chicago, on that date.

Full details of same will appear in future bulletins.

F O R S A L E

Full and complete equipment for a Tire Factory

3 - 48" Mill Lines complete with Motor.
3 - 60" Mill Lines.
2 - 65" Calenders and Motors.
1 - 16x26 Washer & Cracker Line with Motor.
1 - 12"x10 Hydraulic Accumulator.
1 - 42x42 Allen Bead Press.
1 - Washington 7 KW D.C. Generator Set.
1 - 200 KW Rotary Converter.
6 - Toledo Scales.
14 - Ingersoll-Rand Motor Air Hoists.
2 - Otis Elevators.
8 - Standard Southwark Heaters and full Tagliabue Automatic Equipment for Heaters.
2 - 18x48x20 Single Hydraulic Steam Pumps.
1 - 20x10x20 Single Hydraulic Steam Pump.
2 - 12x8x12 Duplex Boiler Feed Pumps.
1 - 14x16x12 Worthington Duplex Pump.
3 - Class S-13 250 H.P. Stirling Boilers, including B & W Chain Grates and Diamond Soot Blowers.
1 - 70,000 gallon tank.
Full Power Equipment.

The above machinery is all new and has never been uncrated and ready for immediate delivery. Address "FACTORY" % Mid-West Rubber Manufacturers' Association 64 E. Jackson Blvd., Chicago, Ill.

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

JUN 25 1923

In correspondence please refer to

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BULLETIN NO. 377 June 20, 1923

JUN 23

REPORT OF JUNE MEETING

The meeting of this Association held on June 12th., at the Hotel La Salle Chicago was the largest monthly meeting ever held in the history of this organization there being ninty members and guests in attendance.

The Board of Directors meeting took place in the forenoon and presided over by President, Thomas Follen at which matters of importance were discussed, and the following were elected to Associate Membership:

The India Review.....AKRON, Ohio.
The Stockston Commission Co. 100 worth St., New York, N Y.
The Akron Standard Mold Co.....Akron, Ohio.
The Reynolds Machine Co.....Massillon, Ohio.

A delightful luncheon was served at twelve noon in the East Room. The speakers table was occupied by the following members and guests:

Thomas Follen, President, of the Asssociation.
Harvy S. Firestone, President, Firestone Tire & Rubber Co.
George B. Dryden, President, Dryden Rubber Co.
W. W. Wuchter, President, Nebraka Tire & Rubber Co.
John H. Deihl, Manager, Mason Tire & Rubber Co.
J. B. Gableline, President, Standard Four Tire Co.
Sidney J. Roy, General Manager, Hannibal Rubber Co.
Wm. L. Burgess, President, Burkoe Tire & Rubber Co.
John W. Maguire, Formerly with The Portage Rubber Co.
Paul P. Parker, President, Rubber Mfrs' Associated Sales.
W. E. Wilson, Treasurer, of the Association.

Following the luncheon Mr. Firestone was announced and without introduction the members arose and applauded. Mr. Firestone stated that he was going to take the friendly reception as an approval of the Firestone Company's action in attempting to stabilize and standardize new tire prices even though they are on a lower level. He said that during the month of May and part of June very little tire business had been done. The reason he beleived was because there was no price list out and the consumer did not know what price he paid for tires and that the industry was going on without a price list as far as the consummer was concerned, and that he hoped that the action of his company would help to stabilize the tire industry to some extent. He also stated that he thought it a matter of pretty poor business and discredit to the industry when we will go out and give one, two or six months dating right at the height of the season, and urged that the manufacturers get together and set certain standards, as there are certain

standards that can be set but we cannot control sales.

Mr. Firestone in his talk regarding the British Restrictions gave some very interesting information received from his representatives in the Far East and London, and also recent comments of the various British Officials and others regarding the operation of the Restriction Legislation and quoted from a report from London relative to the proposals now being put forward to make the present restriction law even more drastic.

He asserted that no government can justifiably restrict the production of any commodity and keep people out of work to satisify a few stockholders. He predicted the Stevenson Restriction act will be repealed and told how growers among others oppose the restriction. The duty of the rubber trade in American, he said, is to interest American capital in growing rubber under America control.

Mr. Gableline in a brief address stated that Mr. Firestone hit the nail on the head in reference to terms. He said we now have terms of thirty, sixty and ninty days, last October they began to sell on April, May and June terms, today they are giving August dating, and said whenever the industry will eliminate credit on tires the same as on other legitimate articles our industry will progress and get in line with other industries that are legitimate and clean and making a legitimate profit. The only way to solve this problem, he said, was to get together and eliminate these long terms that are now put out.

At the executive session held in the afternoon the question of forming a new Association composed of rubber manufacturers only was discussed, many of the members present did not seem to be in favor of this new organization at this time, as they said, they could not see where any more benefit could be derived from another Association in the rubber industry.

One of the members stated that he thought that it was entirely up to the individual members whether they want to associate themselves with some other organization or whether they do not, and said, he thought the thing to discess was how to help ourselves. There are three fundamentals that we want to find out, (1) Do we buy right? (2) Do we manufacture at a right cost? (3) Do we sell at a profit? The only way to find these things out, he said, is to get around the table and learn from each other.

There were some interesting figures and facts given by one member present regarding the cost of growing and landing crude rubber in New York, saying that it has been proven that on one well regulated plantation operated by a large American manufacturer, rubber can be produced at 9½¢ per pound, and landed in New York for 16¢ or 17½¢ per pound, when sold to other manufacturers at 36¢ to 39¢ per pound, their profit per pound is about 11¢, and the prospective earnings for this company the first six months of this year are $5,000,000. With such a large profit on rubber, he said, they do not care whether they make any money in their manufacturing end or not.

No date was set for the next meeting same will appear in a later bulletin.

Mr. Pinsonnue in his talk regarding the British Possessions gave some very interesting information received from his representatives in the Far East and London, and also recent summaries of the views of British Officials and others regarding the operation of the Japanese Legislation and quoted from a report in London relative to the proposals now being put forward to make the present restriction law even more drastic.

He asserted that the Government was justifiably restricting the production of any commodity and keep people out of work to satisfy a few stockholders; he maintained the Province's Restriction Act will be repealed and told how it stands among other provinces the country of the rubber trade in [illegible]

[illegible] Mr. Pinsonnue said on the head in Vancouver so [illegible] he [illegible] years of thirty, sixty and thirty days, that [illegible] they were [illegible] years, today they are [illegible] the industry will eliminate certain [illegible] Restriction eliminates our industry will [illegible] industry that are legitimate and clean and making a [illegible] profit. The only way to solve this problem, he said, was to get together and [illegible] long terms that was now put out.

At the executive meeting held in the afternoon the question of forming a new Association composed of rubber [illegible] was discussed, many of the members present did not [illegible] of this new organization at this time, as they said, they [illegible] benefits could be [illegible]

One of the members stated that he thought that it was entirely up to the individual members [illegible] to see the [illegible] other associations or [illegible] do so, and said, he thought the thing to discuss was how to help [illegible]. [illegible] the thing we want to find out, (1) Do we by right? (2) [illegible] right cost? (3) Do we sell as a profit. The only [illegible] around the state and Lower [illegible] each other.

[illegible] regarding the [illegible] and Lumber [illegible] in New York, stating that [illegible] from [illegible] in a large [illegible] in New York [illegible] in [illegible] in their annual meeting [illegible]

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 378 Aug. 29, 1922.

FOR SALE

The Falor Rubber Company Tube Manufacturing Equipment.

36" mill complete with motor. Tube poles. Heaters with carriage, track, instruments etc. Tube skivers. Deflators. Tube wrappers. Tube unwrappers. Rag rollers. Motors. Nut tightener. Buffing machines. Tables. Racks. Box stapler. Stencil machine. Hydraulic pumps. Westinghouse air compressors. Compound shifter. Scales. Etc., etc.

FOR SALE

Full set of molds and cores, well known make. Tire repair equipment. Complete machinery and equipment for manufacture of tires and tubes. This outfit for sale as a whole or in part.

6 x 12 Experimental mill. 20" square hand press. Laboratory equipment. Two barrel Century Dough Mixer and other small items, motors etc., for small accelerater plant - equipment for sale as whole or piece meal.

12 x 30" Birmingham calender. 1 - Spadone Bias Cutter. 3 - 60" x 12' Andamson hydraulic heaters with 20" rams, complete with instruments and other equipment. 2 - 5½" tubing machines especially adapted for making automobile tubes. 1 - 60" Cameron Slitting Machine.

W A N T E D

Several small calenders from 20 to 30" rolls, also No. 1 Royle Perfected Tubing machine.

Address "GEORGE W. SHERMAN", P. O. BOX 437, AKRON, OHIO.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 379 Aug. 29, 1923.

WANTED

A party at Lansing Michigan has patented a new type of automobile tire, embodying a two section double beaded side wall casing proposition to enclose the inner tube and another section of solid rubber tread molded to a steel base flanged inward.

They are anxious to have some manufacturer make some samples for road test and although preferable to have all parts made in one place, they are not opposed to having the tread portion made in one place and the casing portion in another.

This party will be pleased to furnish you with any detail information you may need and might also be willing to negotiate with any concern who may be interested in productive manufacturing under these patents.

Address "PATENTS" % MID-WEST RUBBER MANUFACTURERS' ASSOCIATION.

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MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

[illegible]

[illegible] Association

[illegible] please refer to

[illegible]

[illegible]

A party of Lansing Michigan has presented a new type of automobile tire, embodying a two section double beaded rim [illegible]

They are anxious to have some manufacturer make some samples for road test and although preferable to have all parts made in one piece, they are not opposed to having the bead portion made in one piece and the coaling portion in [illegible].

This party will be pleased to furnish you with any detail information you may need and might also be willing to negotiate with any concern who may be interested in producing [illegible]

[illegible]

[illegible]

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 381 Sept. 17, 1923.

REPORT OF SEPTEMBER MEETING

The meeting and luncheon of this Association was held at the Hotel La Salle on Tuesday September 11th., 1923 with good attendance. The meeting was presided over by the President Thomas Follen and called to order at 11:00 A. M.

At the Board of Directors meeting it was voted to entirely eliminate any further discussion of affiliating with any other organization. This motion followed considerable discussion during the past few months as to the advisability of merging this Association with the Rubber Association of America. It was also voted that this Association should continue its headquarters in Chicago.

A motion was proposed and passed to the effect that this Association go on record as being strongly opposed to the "Pittsburg Plus" plan as now effective on steel. It was recommended that a copy of this protest be mailed to Congress.

Following the luncheon the round table discussion brought out the belief that the tire manufacturers generally are passing through a crisis and will be shortly called upon to decide once and for all whether they will make merchandise for price or quality. One manufacturer firmly asserted that it would be almost "Commerical Suicide" for the smaller manufacturers to attempt to compete with some of the price slashing and cutting tactics of some of the larger manufacturers. Another member cited the great harm being done to the industry as a whole by the manufacturing of cheap tires for certain large distributors while others pointed to the need for standardization of styles and the urgent need for the elimination of absurd long terms. Along these lines another manufacturer declared that the industry would be constantly troubled with over production just so long as firms continued to encourage speculation by granting long dating.

It was generally agreed that during the Summer months there was a slump but trade is now reviving. One reason being suggested that reduced price of gasoline influencing this revival as it encourages motorist to do more driving.

Date of next meeting of this Association will appear in future bulletin.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 382 Sept. 27, 1923.

Statement No. 1-2001. Figures subject to revision.

DEPARTMENT OF COMMERCE
BUREAU OF FOREIGN AND DOMESTIC COMMERCE
WASHINGTON, D. C.

IMPORTS OF CRUDE RUBBER, GUTTA-PERCHA, AND SUBSTITUTES THEREFOR, INTO THE UNITED STATES DURING THE MONTH OF AUGUST, 1923.

Crude Rubber: From -	Pounds	Dollars
France	111,549	35,445
Germany	33,275	5,051
Netherlands	12,204	2,968
Portugal	20,269	2,581
England	488,013	130,413
Guatemala	4,208	421
Nicaragua	4,974	751
Panama	1,468	213
Mexico	730	132
Bolivia	5,750	1,150
Brazil	893,404	229,041
Colombia	33,304	6,049
Ecuador	14,335	2,980
British India	35,830	12,708
Ceylon	4,015,223	991,144
Straits Settlements	29,006,243	7,947,665
Java and Madura	5,269,733	1,442,338
Other Dutch East Indies	2,749,742	796,546
Japan	35,504	3,887
Philippine Islands	5,672	1,135
Crude Rubber -- Total	42,741,430	11,612,618
Jelutong or pontianack	715,512	68,325
Balata	39,062	23,936
Gutta-percha	98,784	17,698
Other crude (including Guayule). scrap, and reclaimed	993,848	116,217
Total unmanufactured	44,588,636	11,838,794

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 383 Sept. 27, 1923.

To Members:

Enclosed herewith please find copy of Bulletin issued by The Crude Rubber Section of the Rubber Division of the Bureau of Foreign and Domestic Commerce at Washington.

They have advised us that from time to time they will distribute information of interest to the rubber industry.

We are having the names of all members of this Association placed on their mailing list so as you will in the future receive this information direct from Washington.

========-==========

W A N T E D

One of our members wishes to purchase small size mills.

Address:- "MILLS" % this Association.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 384 Sept. 27, 1923.

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OCT 3 1923

PRELIMINARY NOTICE
OF
OCTOBER MEETING

To Members:

The next meeting and luncheon

of the

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

will be held

at the

HOTEL LA SALLE
Madison & La Salle Streets
Chicago, Ill.

no

Tuesday October 9, 1923.

Board of Directors and Executive Meetings 10:30 A. M.

Luncheon at 1:00 P. M.

Tickets for luncheon will be the usual price $2.00.

The meetings in the past have been well attended, and we trust that all members as far as possible will make an effort to be present at this luncheon - Help to keep this record - The subjects to be brought up for discussion at this meeting will be of interest to all.

BRING ALONG A FRIEND OR NEW MEMBER.

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MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

[illegible] Supply
Co. Inc.

Gas-Mixer Machine Manufacturers Association

[illegible] please refer to

[illegible] Co. [illegible] Chic., Ill., Sept. 27, 1928.

PRELIMINARY NOTICE
OF
[illegible]

To Members:

The next meeting and luncheon

of the

[illegible]

will be held

at the

HOTEL LA SALLE
Madison & La Salle Streets
Chicago, Ill.

on

Tuesday October 9, 1928.

Board of Directors and Executive Meetings 10:30 A. M.

Luncheon at 1:00 P. M.

Tickets for luncheon will be the usual price $2.00.

The meetings in the past have been well attended, and we trust that all members as far as possible will make an effort to be present at this luncheon - Help to keep this record - The subjects to be brought up for discussion at this meeting will be of interest to all.

BRING along A FRIEND OR NEW MEMBER.

VIBRATOR GAS MANUFACTURERS' ASSOCIATION
[illegible] Building, Chicago, Ill.
E. E. Rutherford, Secretary.

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OF THE

Mid-West Rubber Manufacturers Association

THE LIBRARY OF THE
UNIVERSITY OF ILLINOIS

In correspondence please refer to

BULLETIN NO. 387 October 16, 1923

REPORT OF OCTOBER MEETING

The meeting and luncheon of this Association was held at the Hotel La Salle, Chicago on Tuesday October 9, with a good attendance. The meeting was called to order at 11:00 A. M. and presided over by President Thomas Follen.

At the meeting, following the luncheon the telegraphic communications to the Department of Justice sent on behalf of the Association by Mr. Thomas Follen as well as the reply thereto by the Assistant Attorney General were read and discussed with a great deal of interest.

It was the consensus of opinion that while the apparent alledged combinations of the big tire manufacturers were evidently trying to undermine and practically exterminate the smaller manufacturers, nevertheless it would be a distinctly hard matter to procure and produce actual and tangable evidence.

The subject in entirety has been turned over to an Indiana Cnogressman for his attention and what ever procedure he may find expedient to pursue.

Mention was made by one of the members that the tire industry is seriously considering Eugune Meyers Jr. of the War Finance Cooperation acting as a "Judge Landis" of the tire industry.

It was also rumored that a second price cut by one of the large companies has been indefinitely posponed prompted by the action of the banks.

The larger companies, it was explained like the smaller companies are at their wits end trying to reduce the overhead expense.

It was unanimously agreed that the jist of the whole situtation evolves its self to over production.

The next meeting of this Association will be held in Chicago on Tuesday Novemember 13, 1923.

SPECIAL:- Information has been received regarding a reduction of 15% to the dealer on all size tires except ford sizes went into effect Monday. Due to this fact one company has reduced their cash discounts from 5 to 2%.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
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OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 388 October 29, 1923.

PRELIMINARY NOTICE
OF
NOVEMBER MEETING

To Members:

The next regular monthly meeting and luncheon

of the

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

will be held

at the

HOTEL LA SALLE
Madison and La Salle Sts.,
Chicago, Ill.

on

Tuesday November 13, 1923.

Board of Directors meeting will be called to order at 10:30 A. M.

Luncheon at the usual time 1:00 P. M.

Price of tickets $2.00

We have just received a letter from our President Mr. Thomas Follen asking us to urge upon all members to make a special effort to attend this meeting as he has some very important business to transact, furthur details will appear in a future bulletin.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
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Mid-West Rubber Manufacturers Association

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In correspondence please refer to

BULLETIN NO. 389 November 8, 1923.

FINAL NOTICE OF NOVEMBER MEETING

To Members:

The regular monthly meeting and luncheon of the Mid-West Rubber Manufacturers' Association will be held on Tuesday November 13, 1923 at the Old Colony Club on the eighteenth floor of the Hotel La Salle, at Madison and La Salle Sts., Chicago, Ill. This change is due to the fact that the entire mezzanine floor of the hotel is engaged for that day.

Board of Directors meeting will be called to order at 10:30 A. M. and luncheon will be served at the usual time 1:00 P. M. in the same room.

This meeting in all probability will be the last one held this year and many matters of importance will be brought up for discussion together with making arrangements for our Annual Dinner to be held on Tuesday January 29, 1924. There will also be a Committee appointed to outline the program for the entertainment.

Considerable talk has been going around that an advance in the price of tires will go into effect in the near future, but nothing definite is obtainable.

Keep in mind the date and place of this meeting and do not fail to be present.

COME

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

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OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 390 November 15, 1923.

REPORT OF NOVEMBER MEETING

The regular monthly meeting and luncheon of this Association was held at the Old Colony Club in the Hotel La Salle, Chicago on Tuesday November 13th,, with a much larger attendance than the meetings held during the Summer months.

The meeting was presided over by President, Thomas Follen and called to order at 2:30 P. M.

At the round table discussion which followed the luncheon it was reported by those present that a general improvement in conditions has developed in recent weeks, and that tire stocks are apparently less than sixty days ago, and from all indications the tire industry has "Turned the Corner".

Mr. A. K. Murray, Mgr. (The Tire Rate Book) was present at the meeting to get the opinion of our members on the proposal of (The Tire Rate Book) to print in the January issue a dealers' price list. Most of the sentiment voiced was unfavorable, although Mr. Murray declared many firms approved of the idea.

The activities of the American Automobile Association toward having the EXCISE TAX on Automobiles, Tires and Accessories repealed was discussed.

It was pointed out that tires are a necessity, and should be among the first items benefited if the FEDERAL TAX are to be cut. The 5% TAX paid to the Government by Tire Manufacturers is and has been discriminatory, and an unjust burden which they have been compelled to carry, causing a financial hardship for them, as well as preventing a fair return to their stockholders.

A Committee was appointed with Mr. J. B. Gabeline, President, Standard Four Tire Company as Chairman to draft the proper petition to be presented in Washington to have this TAX repealed.

The next meeting of this Association will be held on Tuesday December 11, 1923.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
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In correspondence please refer to

BULLETIN NO. 392 December 4, 1923.

MANUFACTURERS

FINAL NOTICE OF DECEMBER MEETING

The regular monthly meeting and luncheon of this Association will be held on Tuesday, December 11, 1923 at the Old Colony Club on the eighteenth floor of the La Salle Hotel. Madison and La Salle Streets, Chicago, Ill.

The Board of Directors and Executive meetings will be combined in one and called to order at 10:30 A. M. in room 53 at the Club, and all tire manufacturers are cordialy invited to take part in the discussion of the important subjects that will be brought up.

One of the most interesting matters will be the report of the Committee appointed at our last meeting to take up the work of having the 5% Excise Tax on tires repealed.

We have to date many interesting letters from tire manufacturers including some of the larger companies who are opposed to paying this Tax and have pledged their support and co-operation with the efforts of this Association to have this burden removed.

This is something that all tire manufacturers are vitally interested in at this time. "You Should Attend".

Reservations up to the present time indicate that a large majority of manufacturers will be present at this meeting to assist our Committee in every way possible in this important work. If you have not already made your reservation do so immediately so as we can assure you the best possible service.

Luncheon will be served in the main dining room at the Club, at 1:00 P. M.

Tickets will be the usual price $2.00

COME

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

December 1, 1923.

MANUFACTURERS

The regular monthly meeting and luncheon of this Association will be held on Tuesday, December 11, 1923 at the Old Colony Club on the eighteenth floor of the La Salle Hotel, Madison and La Salle Streets, Chicago, Ill.

The Board of Directors and Executive meetings will be combined in one and called to order at 10:30 A. M. in room 22 at the Club, and all tire manufacturers are cordially invited to take part in the discussion of the important subjects that will be brought up.

One of the most interesting matters will be the report of the Committee appointed at our last meeting to take up the work of having the 5% Excise Tax on tires repealed.

We have to date many interesting letters from tire manufacturers including some of the larger companies who are opposed to paying this Tax and have pledged their support and co-operation with the efforts of this Association to have this burden removed.

This is something that all tire manufacturers are vitally interested in at this time. "You Should Attend".

Reservations up to the present time indicate that a large majority of manufacturers will be present at this meeting to assist our Committee in every way possible in this important work. If you have not already made your reservation do so immediately so as we can assure you the best possible service.

Luncheon will be served in the main dining room at the Club, at 12:30 P. M.

Tickets will be the usual price $2.00

Yours

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Mid-West Rubber Manufacturers Association

In correspondence please refer to

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DEC 20 19

BULLETIN NO.

393 Dec 14,1923.

REPORT OF DECEMBER MEETING

The regular monthly meeting of this Association was held at the Old Colony Club, Hotel LaSalle, Tuesday Dec. 11th with a fair attendance. The meeting was called to order at 2:30 P.M. and presided over by President Thomas Fallon.

Several of the speakers asserted that both the tire manufacturers and the cotton mills are in need of a leader in a parallel position with Judge Landis in the baseball world and Will Hayes in the motion picture field. They also stated that the tire business will never be profitable for the manufacturers and supply men so long as no uniformity exists relative to dating, rebates, terms, etc. One of the Associate Members assailed the loose granting of credit by the tire manufacturers and emphasized that the fabric, rubber and chemical men are sincerely desirous of seeing efficient selling methods and modern trade practices adopted by the tire manufacturers.

One of the questions discussed was the possibility of the government removing the excise tax of 5 per cent on automobile tires. J. B. Gabeline, Chairman of the Committee who previously investigated the matter, declared that the elimination of the excise taxes generally cannot be expected if a soldiers' bonus bill is passed. Several of the speakers spoke against the bonus, and also pointed out that the automobile is a necessity which should not be taxed. One of the speakers pointed out, however, that the automobile trade would get more than its share of any money given out as a soldiers' bonus, the instance being cited of the many ex-service men in Iowa who bought Ford cars on the part payment plan with their bonus money.

Several of the supply men asserted that so long as the tire plants operate a good capacity there will be an over production, with the consequent necessity of selling many of the tires at a loss or very little profit in order to get business. Incidentally it was said that the wealthy people to-day are not buying big cars, so that the manufacturers who sell the small

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

sizes practically at cost and expect to compensate over this on the larger sizes are likely to be disappointed. One speaker suggested that the balloon tire, now coming on the market, may prove to be the Moses that will lead the tire industry out of the wilderness of unsatisfactory earnings.

A committee was appointed to make the necessary arrangements to provide entertainment for our next meeting which will be held in the form of an Annual Banquet on January 29, 1924.

****

It appears to be definitely decided that an increase in the price of tires will go into effect on or before Jan 1, 1924 although this advance has not reached the wholesalers and retailers. It already has been put into effect by the larger companies to Automobile Manufacturers who purchase their tires directly from them.

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 395 Jan. 5, 1924

PRELIMINARY NOTICE
OF
January Meeting

To Members:

The next meeting and luncheon

and

Fifth Annual Dinner

of the

Mid-West Rubber Manufacturers' Association

will be held

at the

Hotel Morrison
69 W. Madison Streets
Chicago, Ill.

on

Tuesday January 29, 1924.

Board of Directors and Executive Meetings 10:30 A. M.

Luncheon at 1:00 P. M.

Tickets for luncheon will be the usual price $2.00.

Banquets tickets will be $10.00 each.

Further details of this meeting and Banquet, together with an out line of the entertainment will appear in future bulletins.

(MAKE YOUR RESERVATION NOW)

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

PRELIMINARY NOTICE

OF

To Members:

Fifth Annual Dinner

of the

will be held

at the

69 W. Madison Streets
Chicago, Ill.

on

Board of Directors and Executive Meetings 10:30 A. M.

Luncheon at 1:00 P. M.

Tickets for luncheon will be the usual price $2.00.

Banquets tickets will be $10.00 each.

Further details of this meeting and Banquet, together with an out line of the entertainment will appear in future bulletins.

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 394 January 5, 1924

W A N T E D

The Spreckles Savage Tire Co., San Diego, Calif. wishes to purchase a Cell Dryer manufactured by the H. W. Butterworth Company consisting of six or eight cells of either 62" or 72" width complete with winder and measuring drum.

They also wish to purchase a Henry L. Scott & company Rubber Tester. Driven, with or without automatic recorder.

Also one Rubber and Fabric Tester of same specifications.

F O R S A L E

Louis E. Emerman Company 1761 Elston Ave., Chicago, Ill. offers for sale 1 Allen Tube Mill with a 4" opening and arranged for either belt or motor drive and equipped with gas burners price $175.00.

They also have for sale a 42" Williams Tire Vulcanizer 42" in diameter, about 6' deep, operated by a hydraulic plunger. This machine is made of ½" steel with cast iron plunger and top. Price $400.00.

Please communicate with the above parties direct.

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MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

FEB 16 1924
UNIVERSITY OF ILLINOIS

n correspondence please refer to

BULLETIN NO. 397 February 5th, 1924.

REPORT OF FIFTH ANNUAL DINNER

The regular monthly meeting and the fifth annual dinner of this association was held at the Hotel Morrison, Chica go, on Tuesday, January 29th with lar ge attendance and we a re sure that all those present will certainly agree tha t both were a success.

Mr. A. L. Viles, Secretary of the Rubber Association of America was the principal speaker at the luncheon and dinner meetings. Briefly summarized he brought out the following points- The 1923 tire production was approximately 44,000,000 at a price 30% below pre war figures. Three hundred thousand (300,000) tons of rubber was used whereas only a short while ago the Annual Consumption was only twenty-five thousand (25,000) tons.

The tire industry to-day is on a sounder basis than ever before. Tires in the future will be sold more along the lines of clothing, shoes and other comodoties. Manufacturers will derive their profits primarily by cutting their cost of production and distribution to the bone. All tire manufacturers should urge their representatives in congress to help eliminate the Excise Ta x. Unless this is done very shortly, the tax will remain on the statue books for some time to come.

The production capacity for tires in this country is from 25% to 40% greater than consumption. There is a big demand for the Ballon tire but a definite statement on the future of this cannot be made, as not enough is known about its present form. There is a big division of opinion as to whether the Ballon tire will supercede the Cord tires. There are a good many who doubt it.

There is no question but what the Ballon tire properly fitted does furnish a measure of riding comfort, we simply can't get with the Standard tire to-day. At the New York and Chicago automobile shows, the four wheel

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

brakes and Ballon tires were the two out-standing features practically creating more interest than anything else. In case the public want the tire and they are talking a grea t deal about it and a re willing to buy it, the tire manufacturers will have no other alternative, but to make it.

Only time, will determine whether the 20" and 21" and possibly 22" are going to put the 23" and 24" diameter rims off the map. If they do, this is perhaps great progress. On the other hand, there are many capable men in the tire industry who maintain that it is simply impossible to construct the Ballon tire to give the same measure of service as the Standard tire to-day. Those who question the Ballon tire's practicability insist that in order to provide the air space and cushioning, the tire must be made very light, have less number of layers of fabric which will make it more susceptible to puncture and in their opinion, they seem to be very doubtful a s to whether it will give the same service as a tire with two or three thicknesses more in it.

It has been generally felt that the car manufacturer has failed to put the full oversize tire on his car and if the Ballon tire will have the tendency to cause oversizing of tires, thus creating a better relationship between the tire and the weight of the car, this will indeed be a great thing.

Mr. E.S. Babcox, editor of the India Rubber Review, declared that the Ballon tire is indeed a sensation. He told of one Akron Manufacturer who is forty thousand (40,000) Ballon tires behind and of several Wire Wheel Manufacturers who are flooded because of the fast growing popularity of the new tire. He went so far as to predict that the traction and other troubles of the Ballon tire, will soon disappear. Mr. Babcox, approximated that the tire production in the United States this year will be fifty thousand (50,000) or an increase of from fifteen to twenty percent over last year.

The Tire business has improved during the last three months and will show even greater gain during the next three months. The firms selling fabrics, rubber etc., to the tire manufacturers will without doubt do considerably more business this year than last year. He also commented that the tire business would be spread out more evenly during this year.

All of the various members who spoke, seemed to be of the impression that the Ballon tire is simply taking the country by storm. The census of opinion is, that the Ballon

tire will really be helpful to the tire industry as a whole and the members of this association apparently a gree with the different speakers comments in this respect.

The question of price lists was discussed, that is, the consumer's price lists and those who spoke relative to this, seemed inclined to beleive that the consumer's list was never necessary and is less necessary now, than ever. It was a factor that brought about a great deal of evil and harm to the industry. As one speaker aptly remarked "The Consumer's price list was an attempt to nationalize the dealer". The point that he made was that the tire dealer perhaps was in a better position to know what his local conditions really were, than anyone else. In brief, what might be effective in Minneapolis or St. Paul, would hardly hold good in Los Angeles, California or Portland, Maine.

The Fifth Annual Dinner at the Morrison Hotel in the Evening, was undoubtedly, the best in the history of this organization. There was an extensive entertainment program and every one attending threw themselves wholeheartedly into the spirit of the occasion-generally played and had a great time, to say the least, and the dinner and entertainment were voted a tremendous success.

NEW OFFICERS, AND DIRECTORS OF THE MID-WEST RUBBER

MANUFACTURERS' ASSOCIATION

At the Fifth Annual Meeting of this Association, held at the Hotel Morrison, Tuesday January 29th., 1924, the following directors and officers were elected:

President

Thomas Follen-President, Lion Tire & Rubber Co., La Fayette, Ind.

First Vice President

J. B. Gabeline-President, Standard Four Tire Co., Keokuk, Ia.

Second Vice President

E. O. Blekre-President, Blekre Tire & Rubber Co., St. Paul, Minn.

Treasurer

L. E. Sexton-Purchasing Agent, Inland Rubber Co., Chicago, Ill.

Secretary and General Manager.

C. S. Sutherland, 64 West Randolph Street Chicago. Illinois.

DIRECTORS

Terms Expire 1927

E. O. Blekre-President, Blekre Tire & Rubber Co., St. Paul, Minn.
C. C. Christie-General Manager, Hawkeye Tire & Rubber Co., Des Moines, Ia.
W. L. Burgess-President, Burkoe Tire & Rubber Co., St. Louis, Mo.
Carl Pharis-General Manager, Pharis Tire & Rubber Co., Newark, O.

Terms Expire 1926

C. D. Grant-President, Meyer Rubber Co., Columbiana, O.
O. H. Williams-President, Lancaster Tire & Rubber Co., Columbus, O.
Chas. J. Venn-President, Century Rubber Works, Cicero, Ill.
Thomas Follen-President, Lion Tire & Rubber Co., La Fayette, Ind.

Terms Expire 1925

Sidney J. Roy-President, Hannibal Rubber Co., Hannibal, Mo.
W. H. Stillwell-President, Eclat Rubber Co., Cuyahoga Falls, O.
W. G. Brown, Consulting Co., Cincinnati, O.
J. B. Gabeline-President, Standard Four Tire Co., Keokuk, Ia.

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 398 Feb. 25, 1924

The following letter was received from Mr. A. L. Viles, Sec'y Rubber Association of America on his arrival in New York after attending the Fifth Annual Dinner of the Mid-West Rubber Manufacturers' Association held at the Hotel Morrison, Chicago on Tuesday January 29, 1924.

February 2, 1924.

My dear Mr. Follen:

On behalf of the Rubber Association, I wish to thank you, your Directors and members for the most cordial and courteous reception extended to me in Chicago, also for your patience in listening to me on the occasion of your membership luncheon and annual dinner.

I realize that the cordial welcome was the expression of a sincere desire on the part of the Mid-West Rubber Manufacturers' Association to indicate its willingness to co-operate in all matters relating to the general welfare of the industry and I can only hope that our acquaintance may ripen into deep friendship,

It seems hardly necessary to say that the Rubber Association of America welcomes the friendship and contact with every element in the industry and that it is trying to bring about the greatest measure of co-operation regardless of association affiliations.

Again expressing our gratitude and deep appreciation for the personal and official courtesies, I remain

Sincerely yours,

Signed:- A. L. Viles,

The Rubber Association of America

New York.

Mr. Thomas Follen, President,
Mid-West Rubber Manufacturers' Association,
% Lion Tire & Rubber Corporation,
Lafayette, Indiana.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 399 Feburary 25, 1924.

We are quoting below a telegram sent to the Sixth Democrate Caucus at Washington by President Thomas Follen:

Feb. 13, 1924.

John T. Casey, Ways & Means Committee,

% House Office Building,

Washington, D. C.

We earnestly appeal to your honerable Committee to support removal to tax on tires and accessories. Every tire factory in our Association are in dire straights financially. The tax was a war measure which we all loyally supported. Tires and accessories are elements of transportation. Now that we sorely need assistance the removal of tax would be a God send to the struggling industries who deserve every assistance and encouragement.

Thomas Follen, Pres.,

Lion Tire & Rubber Corp.
Pres. Mid-West Rubber Manufacturers' Assn.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 400

Feb. 25, 1924.

MARCH MEETING

The next meeting of this association will be held in Chicago on Tuesday March 11, 1924.

Further details will appear in future bulletins.

W A N T E D

A firm located in Chicago wishes to purchase the following second hand machinery:

1—52" 54" or 66" Calender.
1—6-12" Tubeing Machine, Electric Drive.
2—60" Mills with Motor and Shafting.
1—Fabric Dryer.
1— 42" x 42" Hydraulic Plate Press.
1—Hydraulic Pump 1500 Pounds Capacity.
1—Bias Cutter.

The above machinery must be in good condition and ready for immediate shipment. In answering please quote best price for whole or part of same.

Address "MACHINERY" % Mid-West Rubber Manufacturers' Assn.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 403 March 5, 1924.

FINAL NOTICE OF MARCH MEETING

To Members:

The next regular monthly meeting of the Mid-West Rubber Manufacturers' Association will be held at the Hotel Morrison 79 W. Madison Street, Chicago, Ill., on Tuesday March 11, 1924.

The Board of Directors and Executive Meetings will be combined, and called to order at 10:30 A. M. Immediately following this meeting luncheon will be served at 1:00 P. M.

Much was said at the annual dinner and luncheon in regards to the ballon tire and its popularity. This no doubt will be discussed at length at this meeting, as well as the standardization of sizes and prices.

The cut in the Federal Excise Tax on tires and accessories which is outlined in the enclosed bulletin No. 401 will also be brought up for discussion together with other matters of even greater importance not mentioned in our bulletins.

We anticipate a large attendance at this meeting, as you might say this is the first monthly meeting of this year following the annual dinner, and we ask that all members make a special effort to be present.

BRING ALONG A FRIEND

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO.
402

March 5, 1924

We are quoting below letter to Mr. A. L. Viles, by President Follen in reply to Mr. Viles letter that appeared in a previous bulletin No. 398 sent out Feb. 25th:

February 5, 1924.

My dear Mr. Viles:

Your very kind favor of February 2nd. reached me this morning. Delighted indeed to hear from you and to know that you reached home rested and happy.

The very sincere expressions contained in your letter are fully appreciated by each and every member of the Mid-West Rubber Association.

It pleased our members beyond expression to see you join in the proceedings of the day and evening entertainment. Your address to us, at both luncheon and banquet, were highly appreciated and they now fully realize for the first time the vast amount of missionary and detail work you have done for the betterment of the rubber industry which is just now becoming crystalized into something very definite.

The Rubber Association of America may rest assured that we owe you a debt of gratitude for your splendid addresses and also for your leaving your pressing work to be with us January 29th.

The applause which greeted the reading of the letter of regret from President W. O. Rutherford, of the Rubber Association of America, clearly indicates the confidence and good fellowship that exists between the two Associations.

With sincere personal regards. I am

Yours very truly,

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION

Signed:- Thomas Follen,
President

Mr. A. L. Viles, General Mgr.,
Rubber Association of Am.,
New York, N. Y.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

BULLETIN SERVICE
OF THE

Mid-West Rubber Manufacturers Association

In correspondence please refer to

BULLETIN NO. 401 March 5, 1924.

To Members:

The National Automobile Chamber of Commerce 366 Madison Ave., New York, N. Y. issued the following bulletin:

$24,000,000 was cut from the Federal Excise taxes on motor vehicles, parts, tires and accessories by a unanimous vote of the U. S. House of Representatives today. The parts schedule was cut in half; and motor truck chassis selling wholesale for $1000 or less were exempted.

This resulted largely from the constant efforts of Congressman Robert H. Clancy of Detroit, who led the fight for relief for motorists. The amendment was offered by Congressman James C. McLaughlin of Muskegon, Michigan, who is a member of the Ways and Means Committee. The leading speech was made by Mr. Clancy.

The saving in parts, tires and accessories schedule is estimated at $20,439,000 since the amount raised from this source in the fiscal year 1923 was $40,879,000. The probable saving on the motor truck schedule is figured at $3,600,000 as compared with the total of $10,677,000 paid in the fiscal year 1923.

It is expected that the bill will be reported to the Senate Committee this week; and that Senate Finance Committee hearings may begin next week.

Presentations were made by practically every automotive association.

Members will be kept informed on the situation.

MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
64 West Randolph Street, Chicago, Ill.
C. S. Sutherland, Secretary.

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BULLETIN SERVICE
OF THE
Mid-west Rubber Manufacturers' Association

OFFICE OF
PRESIDENT AND SECRETARY

CHICAGO, ILL.

May 24, 1924.

THE LIBRARY OF THE

In correspondence please refer to
Bulletin No. 407.

JUNE MEETING

DON'T FORGET THE NEXT ASSOCIATION MEETING TO
BE HELD AT THE ATHLETIC CLUB, CHICAGO,
JUNE 10th, 1924.

Board of Directors Meeting - 11:00 A.M.
Luncheon and Business Session - 1:00 P.M.

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Seiberling-Thropp royalty suit reversed. The Supreme Court of the United States, No. 185, October Term, 1923. Mr. Chief Justice Taft, on April 7th, 1924, delivered the opinion reversing the decision of the Court of Appeals in the suit of The John E. Thropp's Sons' Company, Petitioner, vs. Frank A. Seiberling, involving royalty of over five million dollars, State Patent No. 941962 for tire building machine owned by Mr. Seiberling which expires in December, 1926. It is quite likely that there will be no further litigation. The decree of the Circuit Court of Appeals is reversed and the case is remanded to the District Court with directions to dismiss the bill.

NEW 90-DAY WARRANTY FOR PNEUMATIC TIRES,
Effective May 1, 1924,

by the Executive Committee of the Rubber Association of America which will be carried in full, no doubt, by all the rubber magazines. The high spots are as follows:

> Pneumatic tires, bearing the name and serial warranted against defects in material or workmanship, developing within ninety days from date of first road wear; claims will be entertained only when presented within ninety days, transportation charges prepaid, accompanied by company's and user's certificate personally signed by user of the tire.
>
> Substitutes for air, under or over inflation, excessive loads or bad alignments, will be valid reason for rejection of claims. Warranty is given solely to original user.
>
> No dealer or agent is authorized to make any other additional Guaranty or Warranty.

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BULLETIN SERVICE
-of the-
MID-WEST RUBBER MANUFACTURERS' ASSOCIATION
Chicago, Illinois

June 20, 1924.

In correspondence please
refer to Bulletin No. 408

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REPORT OF JUNE MEETING.

JUN

The meeting of the Mid-West Rubber Manufacturers' Association held at Chicago Athletic Club, June 10th, was exceptionally well attended.

After one o'clock luncheon, the president called the meeting to order. Guests and visitors were introduced. Our guest of honor, Mr. Charles Henry Mackintosh, addressed the members. A few of the high spots in this wonderful address of one hour's duration, are given below. A rising vote of thanks, accompanied by long and loud applause, greeted Mr. Mackintosh as he finished.

JUL 1 1924
UNIVERSITY OF ILLINOIS

"SEVEN STEPS TO A SALE."

A Briefscript of a talk given to the Monthly Meeting at Chicago on June 10th by Charles Henry Mackintosh, of the Mackintosh Advertising-Selling Service, 910 South Michigan Avenue, Chicago, past-president of Associated Advertising Clubs of the World.

Everyone has something to sell. Some sell goods. Some sell ideas. Others sell service.

Some know how to sell. Some think they do. Others have never given a thought to the need to know how to sell.

Yet it is undoubtedly important to know how to do what one must do to be truly successful in any walk of life.

Selling is simply leading another to THINK and to ACT in accordance with one's own IDEA. Those who can do that are leaders, according to the degree of their own ability to do it.

Those who cannot do it are led. They are the rank and file in the army of citizens.

matter how much a man may know, unless he can EXPRESS what he in terms which will be understood and accepted by others, all owledge will be of little value either to himself or to others.

KNOW is not so important as what we DO with what we know.

To express an IDEA so that it will be understood and accepted by others, it is necessary to use only words which will be understandable by and acceptable to those others. It is not what we say that convinces them, but only what they understand and believe of what we say.

Most people are not very highly educated. They do not think in the abstract but in the concrete. They do not know technical, scientific, or classical terms. Strong and simple words will move their minds because they have those words already in their minds and react to them readily.

Most people are not interested in a wide range of topics. Their interests are few and simple, centering usually upon themselves and their immediate wants. To move their minds it is necessary to link what one has to sell - be it thing or thought - to that in which they are already interested....themselves.

INTEREST is the first of the four sections which must be aroused in conveying a motive IDEA from one mind into another. These four emotions may be remembered by keying them to the word IDEA, using each letter in that word as the initial of a succeeding emotion.

Consider for yourself whether these are the four emotions through which your own mind passes before you ACT upon any idea which may have been presented for your adoption:

I-nterest
D-esire
E-nthusiasm
A-ction

If you agree that these are indeed the essential emotions in your own mind, it may be concluded that the same emotions are essential to secure ACTION from the minds of others. All minds are much alike.

The differences are not in <u>how</u> we think, but in how much.

To lead the minds of others through these four essential emotions, seven steps must be taken. The first three of these steps lead one to the necessary knowledge with which to move the minds of others. The last four describe how to express that knowledge in terms which will be understood and accepted by others. These are the Seven Steps:-

<u>The Needed Knowledge:</u>

(1) Knowledge of your subject.
(2) Knowledge of your object.
(3) Knowledge of your "prospect."

<u>How To Express It:</u>

(4) Make it easy to understand.
(5) Make it easy to believe.
(6) Make it easy to want.
(7) Make it easy to have.

People buy things, accept and act upon thoughts, because they WANT to do so. To make them WANT, then, is to make them ACT, if the action also be made to seem reasonable and possible. That is Salesmanship.

A few gems of thought from Judge R. B. Parker are herewith interspersed:

> "Good will has become an indispensable asset in permanent business. Implicit confidence between producers, distributers and consumers is the bulwark of modern commerce."

Mr. W. G. Brown, President of the Consulting Company of Cincinnati, Ohio, gave us a good talk on chemicals, compounding and rubber engineering development from 1880 to date.

> "The foundation of business is confidence, which springs from integrity, fair dealing, efficient service, and mutual benefit."

Mr. Edward Hutchens, a well known rubber engineer, a pioneer in rubber machinery manufacturing, gave an excellent talk on progressive and efficient man and machine power - progress covering the past several years, enumerating the many very important improvements in mechanical saving devices that have cut down costs of production materially. His theme was: "Reduce Your Costs is the Watchword of the Hour."

> "Equitable consideration is due in business alike to capital, management, employes and the public."

Instructive talks were given by Messrs. Gabeline, Harrah, Sexton, Maguire, Pope and others.

> "Representation of goods and services should be truthfully made and scrupulously fulfilled."

DO YOU KNOW

That the Revenue Act of 1924, Section 600 Public 176, H R 7615 officially designated, goes into effect at midnight, Wednesday, July 2, 1924, reducing tax on automobile tires and tubes, parts and accessories from 5% to 2½% ? The other 2½% should be wiped out also. The Mid-West Rubber Manufacurers' Association did its bit in having this tax reduced.

> "Lawful cooperation among business men and in useful business organizations in support of these principles of business conduct is commended."

Call Money in New York was 2% on this date.

Wall Street Report
New York, June 19.

Indications of a tire price cutting war following close upon the omission of the dividend on Kelly-Springfield 6% preferred brought fresh selling into the rubber stocks.

The next meeting of the Mid-West Rubber Manufacturers' Association will be held Tuesday, July 8th, at the Chicago Athletic Club, 12 S. Michigan Avenue. Directors' meeting at 11:00 A.M. - Luncheon and business session at 1:00 P.M., Chicago time.

Don't fail to come. Please notify L. E. Sexton, 27th and LaSalle Sts., Chicago, or Thomas Follen, % The Lion Tire & Rubber Corporation, Lafayette, Indiana.

There will be no meeting during the month of August.

We have extended an invitation to a gentleman in the Rubber industry to address us, and we hope you will be present at the July meeting.

MID-WEST RUBBER MANUFACTURERS' ASS'N

Thos. Follen

THOMAS FOLLEN,
% THE LION TIRE & RUBBER CORPORATION,
LAFAYETTE, INDIANA.